

Message Text

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INFO OCT-01 NEA-09 ISO-00 EB-05 RSC-01 /016 R

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DRAFTED BY: COM/OED/MEPD/JLSMITH/MJJ

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COM/BIC/OIM/DHENDERSON (INFO)

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P 212047Z JUN 74

FM SECSTATE WASHDC

TO AMCONSUL KARACHI PRIORITY

INFO AMEMBASSY ISLAMABAD PRIORITY

AMEMBASSY BEIRUT

UNCLAS STATE 133735

E.O. 11652: NA

TAGS: BEXP, PK

SUBJECT: MAJOR PROJECT: KARACHI PORT

REF: A. KARACHI 1328 B. 1129 C. 2042 OF 9/26/73

1. UPON RECEIPT REFTEL C, MAJOR EXPORT PROJECTS DIVISION
DISSEMINATED REPORT TO QUALIFIED CONSTRUCTORS, BUT RECEIVED
NO RESPONSE.

2. REFTEL B WAS DISCUSSED IN PHONE CONVERSATIONS BETWEEN
MEPD PROJECT OFFICER AND EXECUTIVES OF FIVE LEADING U.S.
CONSTRUCTORS (MORRISON-KNUDSEN, BECHTEL, BROWN AND ROOT,
RALPH M. PARSONS, H.B. ZACHRY). WHILE THESE COMPANIES ALL
INDICATED THEY WOULD CONSIDER BIDDING PROJECT, THEIR
ENTHUSIASM WAS TEPID.

3. REASONS FOR THIS ATTITUDE DUE SEVERAL FACTORS. SOME
FIRMS UNWILLING PURSUE IBRD/IDA FINANCED PROJECTS BECAUSE
THEY PERCEIVE BIAS AGAINST U.S. COMPANIES AND BECAUSE OF
COMPLICATED AND COSTLY BIDDING
REQUIREMENTS. FIRMS ARE OFTEN UNWILLING CONSIDER OVER-
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SEAS CONSTRUCTION UNLESS IT PART OF TURNKEY OR, AT LEAST,

DESIGN BUSINESS. EXCEPTIONS TO THIS ATTITUDE SOMETIMES EXIST IN CASES WHERE CONSTRUCTORS HAVE PERSONNEL AND EQUIPMENT NEAR POTENTIAL SITE AND CAN DOVETAIL PROJECTS CHEAPLY AND CONVENIENTLY DUE LOWER MOBILIZATION COSTS. FINALLY, ONE COMPANY, MORRISON-KNUDSEN, INFORMED US THAT IT UNWILLING PURSUE BUSINESS IN PAKISTAN UNTIL IT OBTAINS PAYMENT FOR PREVIOUS CONTRACTS ALREADY EXECUTED. MEPD DID NOT PURSUE DETAILS REGARDING THIS CONTENTION.

4. MEPD DISSEMINATING REFTEL A TO QUALIFIED CONTRACTORS. HOWEVER, VIEW FOREGOING AND PREVIOUS EXPERIENCE WITH THIS PROJECT, WE ARE NOT OPTIMISTIC ABOUT INDUSTRY RESPONSE. KISSINGER

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